

Hospital	City / Town		County	Teaching Status [1]	Fiscal Year End	Number of Months Data	
Hallmark Health Systems	Malden		Middlesex	Nonteaching	09 / 30	6	
Financial Performance Indicators	FY99	FY00	FY01	FY02	FY03 Q2	MA Industry Median FY03 Q2	NorthEast US Median FY01 [2]
Profitability							
Operating Margin	-12.84%	-13.70%	-3.32%	-2.85%	-3.99%	-1.1%	not available
Non-Operating Margin	12.90%	1.87%	1.62%	0.86%	1.21%	0.4%	not available
Total Margin	0.06%	-11.83%	-1.71%	-1.99%	-2.78%	-0.5%	1.9%
Operating Surplus (Loss)	(\$7,773,909)	(\$30,093,902)	(\$7,015,400)	(\$5,362,365)	(\$3,907,000)	---	---
Total Surplus (Loss)	\$37,240	(\$25,990,720)	(\$3,605,201)	(\$3,748,347)	(\$2,720,000)	---	---
Liquidity							
Current Ratio	1.05	0.96	2.04	1.74	1.70	1.61	1.64
Days in Accounts Receivable	20.32	39.63	33.02	35.00	39.67	52.3	60.4
Average Payment Period	49.45	39.59	34.85	50.53	45.62	51.7	65.9
Solvency/Capital Structure							
Debt Service Coverage (Total) [3]	1.16	-1.18	1.88	1.66	---	---	2.79
Cashflow to Total Debt [3]	2.67%	-10.00%	6.57%	4.64%	---	---	15.5%
Other							
Total Net Assets	\$43,129,544	\$57,068,791	\$38,486,542	\$26,830,283	\$25,034,000	---	---
Net Patient Service Revenue [4]	\$52,706,472	\$208,231,566	\$197,887,266	\$173,446,213	\$92,376,000	---	---

FY03 Q2 Filing based on hospital's internal financial statements.

Data Sources: FY99 - FY01 data is drawn from DHCFF-403 Cost Report, Schedule 23. FY02 data drawn from DHCFF annual filing. FY03Q2 data drawn from DHCFF Quarterly Filing
CAVEATS: FY99 - FY02 data is unaudited but reviewed by the Division for consistency with the Audited Financial Statements. DHCFF filings may not reflect all of the financial resources available to the hospital -- for example, resources available through associations with foundations or parents/affiliates. Financial information must be interpreted within the context of other factors, including, but not limited to, management plans, reimbursement changes, market behavior, and other factors affecting performance.
Comments: Hospitals may also submit comments which further explain or clarify specific data items. Any such disclosures are shown below.

Changes in unrestricted Net Assets not available.

Notes:

[1] According to the Medicare Payment Advisory Commission (MEDPAC), a major teaching hospital is one with at least 25 FTE residents per 100 inpatient beds.

[2] Northeastern U.S. Median data from The "2003 Almanac of Hospital Financial & Operating Indicators". The Center for Healthcare Industry Performance Studies (CHIPS)/St. Anthony/Medicode INGENIX.

[3] Not applicable to Quarterly analysis due to shortened time frame.

[4] Net Patient Service Revenue includes Premium Revenue.